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The Future Lies in New Ways of Doing Business

“Need to be faster, more agile, less bureaucratic... Need to fight this every day”



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Agenda

- **The Security Assistance Mission**
- **Current State**
- **Challenges**
- **This Week**



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Security Assistance in Support of US Army Objectives

“ How can we leverage FMS to help sustain critical product lines to surge production capability quickly to meet sudden warfighter requirements?”

Institutional Army Task Force –task from VCSA

“...to facilitate Interoperability with allied and coalition partners and supported U.S. national security interests (Political, Military, Economic...)”

Specified task – Foreign Military Sales (ST-FMS) – Army Campaign Plan Task

“...proactive Engagement....COCOM focus”

Gen Griffin, AMC Commander





Current State


Continually seeking additional resources while understanding that we must develop a plan for future realities

Started with continuous small steps

- *Executed numerous LEAN Process Improvements*
- *Reorganized ...significant reductions in personnel*

BUT...now must leap forward

- *Align COCOM requirements and synchronize Army SA Acquisition*
- *LEAN cycle times*
- *SIX SIGMA processes*
- *Establish core SA structure with flexibility to meet current and future OPTEMPO*
- *Leverage BRAC*



**Major Change
Required!**



Challenges

- ***Synchronizing Security Cooperation activities***
- ***Business fluctuations affect foreign military sales***
- ***Sustaining logistical support for aging systems***
- ***Competing sales from foreign producers***
- ***An aging workforce***
- ***Recruitment and training of new workers***
- ***Increased use of Hybrid sales***
- ***FMS funding levels will incrementally continue to decline***
- ***Technology will continue to advance and will challenge resourcing***
- ***Customer's expectations and definitions of quality, value, and timeliness will continue to change***



Transforming Security Assistance ...Avenues of Change

Current Process

- Repetitive
- Labor intensive
- Fragmented
- No standard business process
- Not resourced

Cold War

- Best in the world practices
- Mature markets
- Narrow customer base

Transformation

- Set Vision for Success
- Optimize Resources
- Use Lean Six SIGMA
- Implement Standard Level of Service
- Leverage LCMCs
- Posture for BRAC
- Manage Risk



**War on
Terror**

Desired End State

Affordable

Responsive

BRAC aligned

Trained Workforce

Effective Policy

Efficient Processes

**Structure that
supports the Army &
COCOM missions**

“COCOM Aligned and Customer Focused”



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Objective State:

An Integrated and Efficient AMC SA Organization

- Provide Procedural Guidance
- Allocate/Prioritize Resources
- Provide Total Program Management
- Maintain Customer Interface & Feedback

Overall SA
Mission Synch
& Optimization

- SA Advocate for AMC
- Forecast and Resource Future FMS - FMS Business Plans
- Link to HQDA and DSCA
- Improve Army Sales



USASAC

Commodity/
Weapon System/
Fleet Focus

**Life Cycle Management
Commands**

Security
Cooperation
Centric

Combatant Commands

Responsible for:

- Acquisition Management and Expertise
- Weapon System Fielding
- Technical Support & Quality Assurance
- Total Package Fielding



Responsible for:

- Building Partner Capacity
- Theater Security Cooperation Plans
- Special Programs i.e. 1206
- FMF allocation

Way Ahead

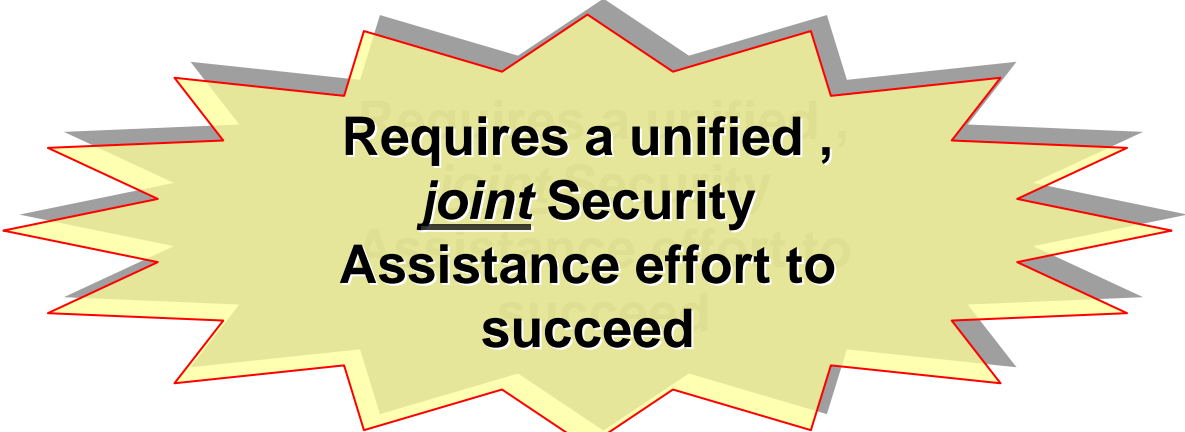
Effective policies – DoS and DoD (Monday); DSCA (Thurs)

SA Reform – LTG(R) Kicklighter (Tuesday)

COCOM aligned – COCOM J4/5s (Tuesday)

Efficient processes – Industry, Training, Lean & LNO Panels (all week)

Satisfied Customers - ILCO working sessions (Wed)



**Requires a unified ,
joint Security
Assistance effort to
succeed**